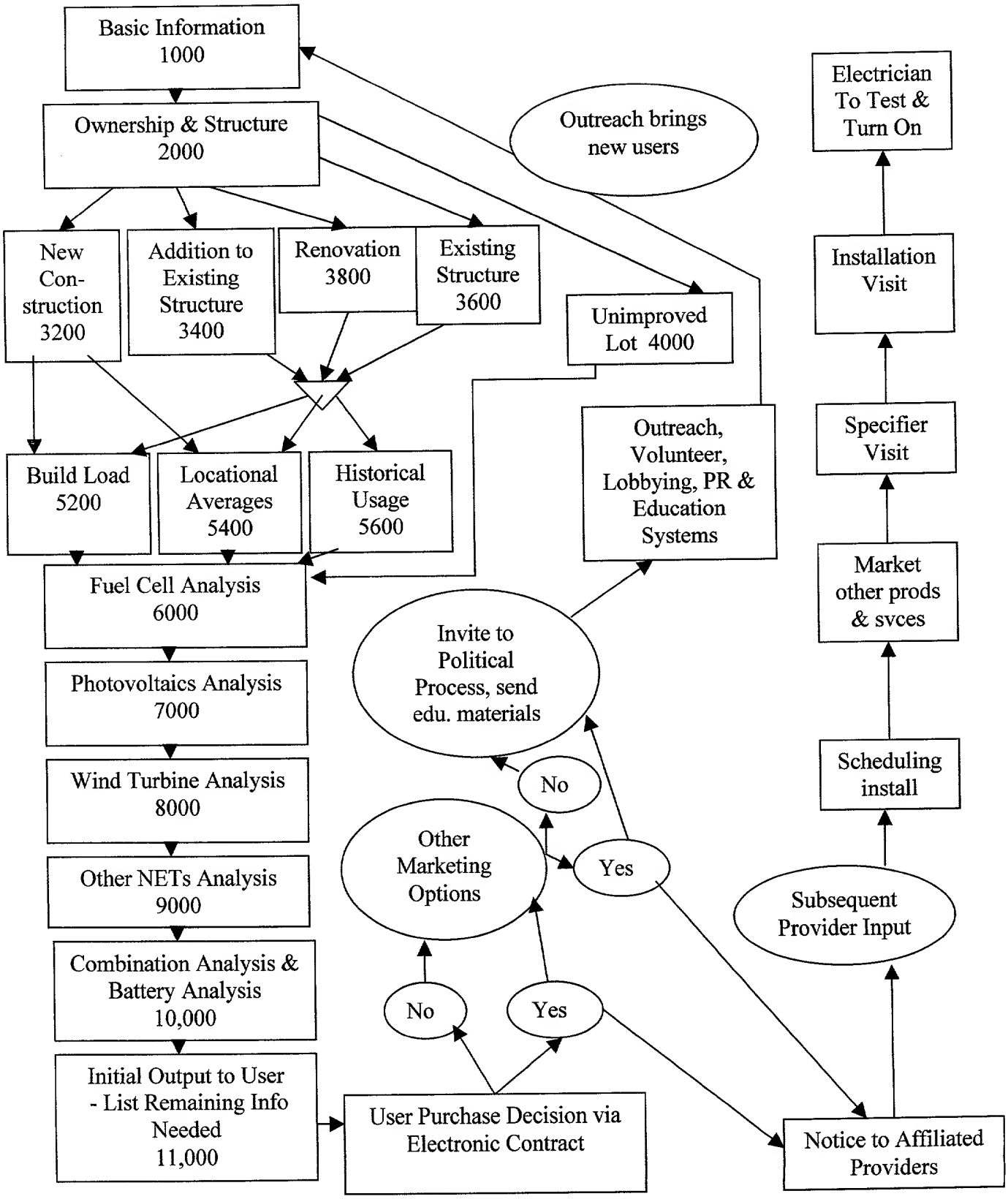
Figure 1


Basic Information 1000
Ownership & Structure 2000
New Con-struction 3200
Addition to Existing Structure 3400
Renovation 3800
Existing Structure 3600
Unimproved Lot 4000
Outreach brings new users
Electrician To Test & Turn On
Installation Visit
Specifier Visit
Market other prods & svces
Scheduling install
Subsequent Provider Input
Outreach, Volunteer, Lobbying, PR & Education Systems
Build Load 5200
Locational Averages 5400
Historical Usage 5600
Fuel Cell Analysis 6000
Photovoltaics Analysis 7000
Wind Turbine Analysis 8000
Other NETs Analysis 9000
Combination Analysis & Battery Analysis 10,000
Initial Output to User - List Remaining Info Needed 11,000
Invite to Political Process, send edu. materials
No
Yes
Other Marketing Options
No
Yes
User Purchase Decision via Electronic Contract
Notice to Affiliated Providers